Though output for the month was lowest this year

July car production best since '77

By Louise Kertesz
Detroit Reporter

U.S. auto makers assembled 618,583 cars in July—the highest production for that month in eight years.

Last month's total was the best July build since 1977, when 694,436 cars were assembled.

Yet, production for July was the lowest of any month this year, due to plant closings for vacations and model changeovers.

Total output for the month was 10.83 percent below June's 693,688, but was 17.85 percent higher than the 524,872 cars produced in July, 1984.

Last week's estimated build of 115,321 cars fell 12.68 percent from the previous week's 132,063.

The total dropped because all Chrysler plants but one were down for model changeover, and the Jefferson (Detroit) plant, which had just reopened after changeover, was not reporting production.

Last week's scheduled output was about the same (up 0.04 percent) as the year-ago week's 115,275.

So far this year, 5,190,150 cars have been assembled, 4.38 percent more than the 4,972,470 built last year at this point.

Companies shared last week's scheduled production as follows: General Motors, 63.82 percent; Ford Motor Co., 26.81 percent; Honda of America Mfg. Co., 2.65 percent; American Motors, 2.38 percent; Volkswagen of America, 1.63 percent; New United Motor Mfg. Co., 1.60 percent, and Nissan Motor Mfg. Co., U.S.A., 1.11 percent.

Last week, Ford's plant in Lorain, O., began producing 1986 Thunderbirds and Cougars, and the company's Dearborn plant began assembling 1986 Mustangs and Capris.

GM's Leeds (Mo.) plant began producing the 1986 Buick Skyhawk last week.

GM's plants in Bowling Green, O., and Orion Township, Mich., reported no production last week as workers prepared for model changeover.

The company reported production of 85 1986 Buick Rivieras during the past two weeks at its new Detroit-Hamtramck plant. GM's Linden (N.J.) facility continues to build the 1985 Riviera.

The following GM plants closed Aug. 9 for model changeover: Detroit (to Sept. 5); Fairfax, Kans. (to Aug. 20), and Wentzville, Mo. (to Aug. 19).

The company's plants in Norwood, O. (Camaro-Firebird), and Pontiac (Fiero) are scheduled to resume production today (Aug. 12) after being down for changeover.

Honda's Marysville (O.) plant is closed for model changeover and vacation this week. It is due to resume operations Aug. 19.

Chrysler's plants in St. Louis (No. 1) and Belvidere (Ill.) returned to work today after changeover.

GM scheduled two overtime shifts Saturday (Aug. 10) at its Lansing plants (Nos. 1 and 2).

Daily overtime is scheduled this week at the following Ford plants: Chicago; Dearborn; Wayne, Mich.; Edison, N.J.; Wixom, Mich., and Kansas City.

Canada's July truck output is highest ever for month

Canadian truck makers built 51,090 units in July, 19.83 percent more than the 42,635 built in July last year and their best total ever for that month.

Car production in July was the highest for the month since 1973.

So far this year, the truck manufacturers have posted four other best-ever months: January, February, April and May.

With plants down for vacation and changeover, however, July's output was down 33.31 percent from June's 76,606 and was the lowest build of any month this year.

General Motors' Oshawa (Ont.) plant closed for vacation and changeover last week, and Chrysler's Windsor (Ont.) plant resumed production at a reduced pace after being down for changeover. As a result, truck output for the week fell to its lowest point this year.

Last week's build of 8,129 trucks dipped 2.95 percent from the previous week's 8,374 and was 39.56 percent below the year-ago week's 13,449.

So far this year, 523,364 trucks have been assembled, 7.08 percent more than the 488,765 completed last year at this point.

GM's truck plant in Oshawa is due to resume production Aug. 19.

July production of 67,495 cars was up 8.63 percent from July 1984's 62,134 and was the best output for that month since July, 1973, when 75,505 cars were assembled.

But due to vacations and changeovers, car production for July was the lowest build for any month this year, falling 33.36 percent below June's 101,290.

Last week's auto production of 13,413 units was down 6.83 percent from the previous week's 14,397 but 9.31 percent more than the year-ago week's 12,271.

Year-to-date, 632,867 cars have been built, 6.44 percent fewer than the 676,414 completed last year at this point.

Volvo's plant in Halifax (N.S.) closed last week for vacation. It is scheduled to reopen Aug. 26.

GM's auto plant in Oshawa is scheduled to return to work today (Aug. 12) after being closed for two weeks for vacation and changeover.

Auto-engineering plant to be built in Arizona

CASA GRANDE, Ariz.—Calsonic, Inc., of Irvine, Calif., plans to build a $25-million automotive-engineering plant on 3,050 acres near here beginning next year.

Calsonic is a subsidiary of Nihon Radiator Co., Ltd., of Tokyo, which makes air conditioners, heaters, radiators and exhaust systems. Nissan owns 40 percent of Nihon.

CANADIAN CAR PRODUCTION

	Week Ended August 10, 1985	Week Ended August 11, 1984	Week Ended August 3, 1985	July Total	Jan. 1 to August 11, 1984	Jan. 1 to August 10, 1985
AMERICAN MOTORS	320	587	0	0	14,068	5,813
FORD MOTOR	9,013	7,995	11,245	22,275	264,092	298,714
GENERAL MOTORS	4,080	3,689	2,927	44,230	391,772	321,884
VOLVO	0	0	225	990	6,482	6,456
Total Cars, Canada	13,413	12,271	14,397	67,495	676,414	632,867

U.S. TRUCK PRODUCTION☆

	Week Ended August 10, 1985	Week Ended August 11, 1984	Week Ended August 3, 1985	July Total	Jan. 1 to August 11, 1984	Jan. 1 to August 10, 1985
CHEVROLET	18,748	18,360	18,880	100,843	623,375	738,971
DODGE	4,100	3,695	0	15,581	122,586	130,008
FORD	23,386	19,747	24,926	62,671	719,973	722,611
GMC	6,527	6,011	6,370	30,302	202,323	228,883
INTERNATIONAL	1,660	1,638	1,658	3,931	45,962	48,287
JEEP	5,300	3,830	3,279	10,465	114,696	121,503
NISSAN	2,552	0	2,579	6,448	57,738	63,316
AM GENERAL	50	50	50	210	1,620	1,540
MISCELLANEOUS	2,000	1,000	2,000	7,983	32,200	56,803
Total Trucks, U.S.	64,323	54,332	59,742	238,434	1,920,473	2,111,922

CANADIAN TRUCK PRODUCTION

	Week Ended August 10, 1985	Week Ended August 11, 1984	Week Ended August 3, 1985	July Total	Jan. 1 to August 11, 1984	Jan. 1 to August 10, 1985
CHRYSLER	4,518	8,664	0	21,179	210,841	240,907
FORD	2,342	2,174	3,651	5,633	92,892	98,662
GENERAL MOTORS	1,053	2,437	4,511	23,576	180,351	177,117
INTERNATIONAL	216	174	212	700	4,681	6,678
Total Trucks, Canada	8,129	13,449	8,374	51,090	488,765	523,364
N. American Trucks	72,452	67,781	68,116	289,524	2,409,238	2,635,286

☆—Now includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

July truck build highest for month in seven years

Domestic truck makers assembled 238,434 trucks in July. It was the highest total for that month since the 278,020 trucks built in July, 1978.

But July's output, cut by plant closings for vacations and model changeovers, was the lowest of any month this year.

Last month's total fell 20.66 percent below June's 300,513 but was 11.73 percent better than the year-ago month's 213,408.

With Chrysler Corp.'s Warren (Mich.) plant back in operation after being closed since Aug. 5 for model changeover, last week's scheduled production of 64,323 trucks was up 7.67 percent from the previous week's 59,742.

Last week's output was 18.39 percent higher than the year-ago week's 54,332.

So far this year, 2,111,922 trucks have been assembled, 9.97 percent more than the 1,920,473 completed last year at this time.

Production of 1986 models begins this week (Aug. 12) at the following Ford Motor Co. plants: Kansas City, Norfolk, Twin Cities and Louisville.

General Motors scheduled two overtime shifts Saturday (Aug. 10) at its facilities in Flint (Lines 1 and 2).

Ford has scheduled daily overtime this week at its plants in Wayne, Mich., and Lorain, O.

The same plants are slated for overtime Saturday (Aug. 17).

U.S. CAR PRODUCTION

	Week Ended August 10, 1985	Week Ended August 11, 1984	Week Ended August 3, 1985	July Total	Jan. 1 to August 11, 1984	Jan. 1 to August 10, 1985
AMERICAN MOTORS	2,750	3,997	2,809	9,313	122,951	67,257
Renault Total	2,750	3,997	2,809	9,313	122,951	67,257
Alliance	1,950	2,550	1,936	6,495	66,954	42,148
Encore	800	1,447	873	2,818	55,997	25,109
CHRYSLER CORP.	0	9,454	7,491	102,031	767,611	828,924
Plymouth Total	0	3,614	2,505	29,101	226,714	238,958
Horizon	0	2,784	2,397	13,410	96,775	90,850
Reliant	0	308	0	11,635	110,551	104,964
Caravelle	0	270	0	2,915	5,758	31,669
Gran Fury	0	252	108	1,141	13,630	11,455
Chrysler Total	0	2,218	2,443	32,450	256,151	273,304
LeBaron	0	100	0	6,169	77,225	62,713
LeBaron GTS	0	0	0	7,215	0	60,506
Laser	0	52	0	4,293	46,064	34,390
New Yorker/E-Class	0	277	0	4,181	63,310	43,539
Fifth Avenue	0	1,789	2,443	10,592	69,552	72,156
Dodge Total	0	3,622	2,543	40,480	284,746	316,662
Omni	0	2,558	2,236	11,840	91,480	89,260
Aries	0	223	0	10,729	87,865	87,047
Daytona	0	49	0	4,343	34,207	31,474
Dodge 600	0	283	0	4,738	48,509	42,919
Lancer	0	0	0	4,684	0	42,807
Diplomat	0	509	307	4,146	22,685	23,155
FORD MOTOR	30,912	34,818	32,650	86,013	1,063,294	1,024,524
Ford Division	20,968	21,971	21,586	56,780	686,547	679,996
Escort	7,662	6,424	7,580	19,379	210,846	199,544
Mustang	3,463	2,874	3,881	9,610	83,536	109,452
LTD	3,390	4,300	3,493	9,432	131,178	131,995
Thunderbird	2,322	2,619	2,538	7,957	91,447	113,335
Crown Victoria	0	1,567	0	0	47,040	7,122
EXP	0	1,108	0	0	21,698	3,863
Tempo	4,131	3,079	3,994	10,402	100,802	114,685
L-M Division	9,944	12,847	11,064	29,233	376,747	344,528
Mercury Total	6,345	9,515	7,471	20,370	271,831	245,382
Lynx	1,490	1,241	1,695	4,526	41,622	45,208
Capri	92	253	743	1,907	10,427	11,684
Marquis	1,831	2,313	1,807	4,644	70,732	66,275
Cougar	1,863	3,159	2,020	6,384	65,531	82,646
Grand Marquis	0	1,328	0	0	57,051	4,733
Topaz	1,069	1,221	1,206	2,909	26,468	34,836
Lincoln Total	3,599	3,332	3,593	8,863	104,916	99,146
Continental	499	875	506	1,232	23,914	16,458
Lincoln	2,698	2,090	2,688	6,633	62,395	71,701
Mark VI/VII	402	367	399	998	18,607	10,987
GENERAL MOTORS	73,594	63,526	80,584	392,143	2,881,486	3,072,714
Buick Total	19,172	10,217	19,320	91,645	631,767	638,189
Skylark	0	2,218	0	0	60,691	40,953
Skyhawk	1,074	0	0	8,463	93,626	68,074
Somerset Regal	3,360	78	2,258	9,412	1,658	75,266
Century	5,944	4,178	5,774	25,528	143,757	169,183
Regal	1,248	0	3,471	15,738	131,396	80,966
LeSabre/Electra(rwd)	2,305	1,626	2,462	10,439	136,857	87,322
Riviera	1,200	616	1,252	4,985	32,920	41,735
Electra(fwd)	4,041	1,301	4,103	17,080	30,662	74,690
Cadillac Total	3,010	5,822	6,676	29,270	211,766	225,775
Cimarron	490	253	630	2,335	10,966	18,121
Seville	715	523	719	2,995	25,446	24,376
Eldorado	1,405	1,171	1,416	5,879	49,897	46,143
Cadillac (rwd)	400	1,539	405	1,749	88,036	29,473
DeVille (fwd)	0	2,336	3,706	16,312	37,401	107,662
Chevrolet Total	20,870	22,839	22,227	116,250	977,790	1,030,995
Chevette	2,842	2,745	2,773	14,192	119,309	102,499
Cavalier	7,465	5,783	8,086	39,442	254,793	308,033
Celebrity	5,425	5,052	5,467	22,917	189,356	178,327
Camaro	0	5,238	0	14,581	164,305	137,143
Citation	0	553	0	0	70,017	28,697
Malibu/El Camino	0	0	0	0	16,346	0
Monte Carlo	2,337	1,542	2,009	8,261	72,271	86,815
Chevrolet	2,801	1,146	2,829	12,680	70,062	162,057
Corvette	0	780	1,063	4,177	21,331	27,424
Oldsmobile Total	20,983	16,670	22,810	103,533	721,496	768,638
Omega	0	0	0	0	29,289	0
Firenza	0	0	0	3,146	44,492	39,358
Cutlass Supreme	3,304	3,531	4,772	22,220	175,073	142,992
Cutlass Ciera	6,250	4,992	6,295	27,642	176,995	226,536
88/98 (rwd)	5,770	5,364	5,781	25,694	227,110	156,872
Olds 98 (fwd)	1,259	1,997	2,562	12,070	37,501	86,644
Calais	3,700	158	2,688	9,817	1,732	91,678
Toronado	700	628	712	2,944	29,304	24,958
Pontiac Total	9,559	7,978	9,351	51,445	338,667	409,117
Acadian**	0	242	255	817	10,378	8,480
2000 Sunbird	2,485	1,001	2,577	11,382	91,588	89,152
1000	544	902	678	1,932	25,386	15,226
Firebird	0	2,857	0	7,963	74,993	73,192
Phoenix	0	0	0	0	14,116	0
6000	1,560	0	1,460	6,515	0	32,643
Grand Prix/Bonneville	0	0	0	0	29,733	0
Parisienne	1,470	587	1,557	6,617	17,118	46,886
Fiero	0	2,389	0	8,615	75,355	69,599
Grand Am	3,500	0	2,824	7,604	0	73,939
HONDA	3,055	3,480	3,109	12,082	81,697	98,135
NISSAN	1,280	0	1,289	3,266	0	15,681
NUMMI (Nova)*	1,850	0	1,800	7,968	0	21,999
VOLKSWAGEN	1,880	0	2,331	5,722	55,431	60,916
Total Cars, U.S.	115,321	115,275	132,063	618,538	4,972,470	5,190,150
Total Cars, Canada	13,413	12,271	14,397	67,495	676,414	632,867
N. American Cars	128,734	127,546	146,460	686,033	5,648,884	5,823,017
N. American Trucks	72,452	67,781	68,116	289,524	2,409,238	2,635,286
North American Cars and Trucks	201,186	195,327	214,576	975,557	8,058,122	8,458,303

*—Revised estimate.
**—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

C2700-1

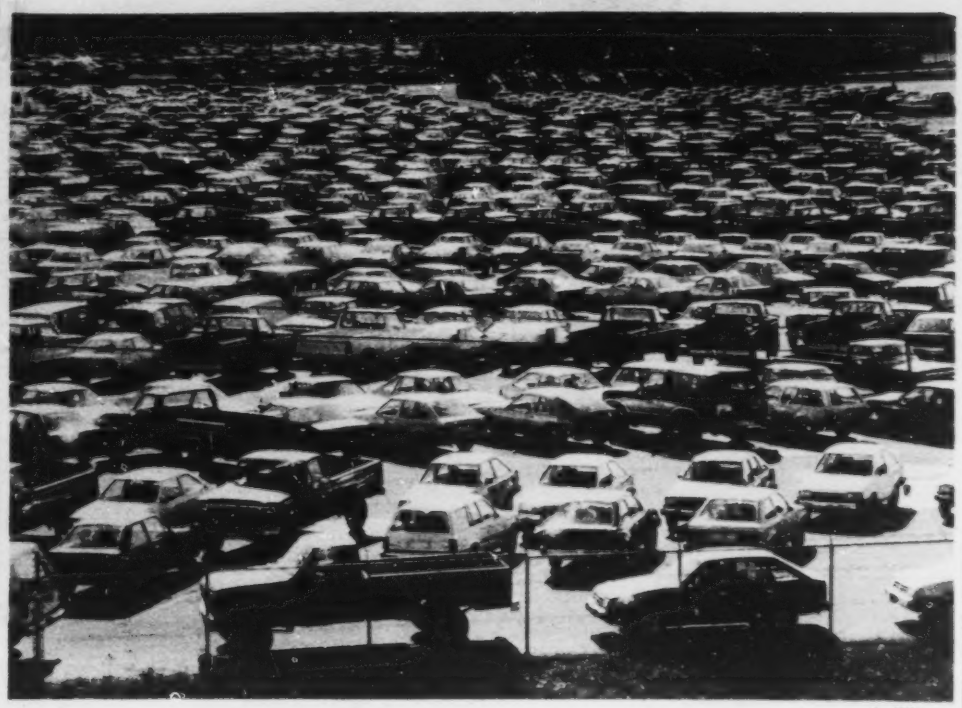
Automotive News

August 19, 1985

© Entire contents copyright, 1985, by Crain Automotive Group, Inc. All rights reserved.
Reproduction or use of editorial content in any manner without permission is strictly prohibited.

60th year—$45 per year, $1.00 per copy

Cars, trucks piling up



Joe Wilssens

Waiting for the end of the strike

Cars and trucks continued to stack up last week in shipping yards waiting for haulers to return to the roads. E&L Transport's lot in Woodhaven, Mich., was jammed with Ford Motor Co. autos and trucks assembled at nearby Dearborn plants.

Dealers watching for hauler trucks as sales plummet

By Richard Johnson
Detroit Reporter

Auto dealers around the country may be receiving shipments of strike-bound 1985 cars and trucks early this week, following a tentative settlement between new-car haulers and transport companies.

Representatives of Teamster locals approved the pact by a vote of 91-1 last Friday (Aug. 16). Union officials said picket signs would come down at noon Sunday (Aug. 18) and stay down until a ratification vote of more than 20,000 striking members is conducted. Those drivers who want to go back to work may do as the signs come down.

Ballots were scheduled to be mailed Thursday (Aug. 22) and were due to be returned by Sept. 12. Terms of the contract settlement were not disclosed.

The union's executive board could order haulers back to work prior to a vote, but it would seem to be a risky move by the leadership. An earlier management proposal which had been endorsed by the union brass was overwhelmingly rejected by the rank and file.

Teamster local representatives convened in Washington to review terms of an agreement reached by bargainers two days earlier. Prior to the meeting, sources said dealers were being told by manufacturers to expect shipments of new cars and trucks to begin arriving as early as midweek.

While neither side would release details of the three-year tentative agreement, a spokesman for the National Automobile Transporters Labor Division said, "There is a substantial improvement compared to the contract in 1982."

Both domestic manufacturers, which have not altered production schedules during the strike, and foreign importers applauded news of the tentative pact.

The walkout, which began July 26, has caused stocks to dwindle at both domestic and import dealerships around the country.

Japanese companies in particular were reporting a slim supply of cars at dealerships. Toyota last week cited a three-day inventory at dealers, dealer prep centers and in transit. Honda's imports stood at 9 days' supply as of Aug. 1, but many Honda dealers around the

Please turn to Page 44, Col. 1

Import stocks fall in strike

By Kathleen Hamilton
Assistant Managing Editor

One look at the Aug. 1 import inventory numbers is all it takes to see why importers wanted a quick end to the haulers' strike. New-car inventories were down, but trucks—a profit mainstay of the Japanese makers—were way down, thanks to booming sales, especially at Toyota.

There were 291,871 new imported cars in dealer and port inventories on Aug. 1, a two-month low. That translated into 29 days' worth, also a two-month low. But it came as import-car sales were on an upswing and stood in sharp contrast to a 65-day supply of domestic cars on hand at dealerships, at factories and in transit.

For both imports and domestics, inventory figures usually include about 10 days' worth of cars that are in transit at any given time.

Please turn to Page 45, Col. 1

Just a whisker ahead of Fiat in first-half sales

VW Group snares lead in Europe

By Richard Feast
European Editor

LONDON.—Preliminary new-car sales returns from Western Europe for the first half of this year confirm the lead established by the Volkswagen Group, whose 13 percent market share was a little ahead of Fiat Auto's 12.8 percent.

The 1985 title race looks like a match between those two, which have built up a distinct advantage over Ford, General Motors, the Peugeot group (PSA) and Renault.

If the VW-Audi pairing maintains its position—and there are few signs to the contrary—it will be its first time as number one.

The unofficial early returns indicate that new-car demand in Western Europe is static. The total for the first half was 5,657,500, spread across 16 countries. The difference in comparison with the same period last year is too close to call.

West Germany's performance was the most outstanding factor. The catalyst debate and resulting public uncertainty meant a shortfall of more than 107,000 units for the six months. Five other countries (Belgium, France, Spain, Switzerland and the U.K.) contributed to the deficit, although by smaller amounts.

All other national markets recorded advances, led by Italy's gain of 48,000, Sweden's 28,000 and Norway's 20,000. Thus, but for the German problem, Europe would probably be heading for a record sales year.

What makes the VW performance even more remarkable is that it was achieved despite what is happening in its important domestic market. VW has gone on an export offensive, spearheaded by the second-generation Golf. At the same time, it increased its share in the smaller German market.

Nowhere was this export push more pronounced than in Italy, the one market which recorded solid growth. VW's sales were up 63 percent. Similarly, the Peugeot nameplate sold a third more, and Renault was up nearly a quarter.

As a result, Fiat's market share was squeezed—though at nearly 53 percent of its domestic market, there seems little cause for concern.

But the domestic loss is compounded by a widespread fall in

Please turn to Page 45, Col. 3

breaking news

Chrysler's Gulfstream may buy Canadair

MONTREAL.—Gulfstream Aerospace Corp., the aircraft manufacturer which was purchased by Chrysler Corp., reportedly has expressed interest in buying Canadair, Ltd., the state-owned aircraft maker that competes with Gulfstream, according to Canadian Government officials. Canadair earned $6 million (Canadian) on $376 million in sales in 1984. The government has put the firm on the auction block and has supplied information to Gulfstream. Gulfstream and Chrysler officials reportedly have made visits to Canadair. Chrysler completed the purchase of Gulfstream last week.

Dana to show voice-activated cruise control

DETROIT.—Dana Corp.'s Precision Controls Division, Laurinburg, N.C., has developed a voice-activated cruise control. The company will not discuss details yet, however. Word

BETHESDA MD 20814
4520 EAST-WEST HWY STE800
CONGRESSIONAL INFO SERV
ACQ EDITOR SR1
ACQ EDITOR
MD20814ACQEDEACQQE FMJT N
AN

NEWSPAPER

GM offering 7.7 pct. to fuel sales upturn

By Richard Johnson
Detroit Reporter

GeneralMotors jumped into the post-haulaway-strike marketing fray last week with an unprecedented 7.7 annual percentage rate offering—the lowest retail financing rate in GMAC history.

Participating GM dealers will offer the special percentage rate on most 1985 cars and light-duty trucks.

The company vowed a seven-week "sales blitz" to make way for the introduction of 1986 models. The incentive program pushes back the company's 1986 public introduction one week, from Sept. 26 to Oct. 3.

With little time remaining in the model year, other domestic auto makers are expected to follow with their own sales incentive programs. The widely anticipated sales push is being spurred by the manufacturers' need to clear out 1985 models that have piled up in storage yards and at railheads during the three-week-long haulers' strike.

But GM was also interested in countering an apparent reluctance among customers to visit dealerships during the strike. A spokesman said publicity about the walkout has caused a falloff in showroom traffic even though he said General Motors dealers still have "a lot of merchandise."

The domestic auto makers last week reported a combined 10 percent drop in car sales for the first 10 days of August. GM sales were off 10 percent for the 10-day period.

GM estimates that the 7.7 percent rate makes available an average saving of $1,550 and as much as a $2,250 saving on the financing of eligible new cars and trucks.

The low financing applies to deliveries from inventory by participating dealers. The special rate

Please turn to Page 44, Col. 1

As talks open at Chrysler

Security, profit share high on UAW's list

By Arthur Flax
Automotive News Staff

Negotiators for Chrysler Corp. and the UAW got together last week to open their labor talks, and after a few days of predictable sparring, they recessed the sessions until Aug. 27.

The union presented some of its demands. Chrysler listened, but didn't have too much to say. During the recess, the company will study the UAW's presentation and will put forth a proposal of its own when the talks resume.

Job security is the number one goal of the UAW in its contract negotiations with Chrysler, UAW President Owen Bieber said.

Discussions on job security will be closely tied to the issue of outsourcing of components, Bieber said.

Profit sharing is also high on the union's "want" list. So are increased wages, of course. The UAW won a profit-sharing plan at Chrysler in 1981 but gave it up the following year in favor of a wage hike. Chrysler workers would have picked up about $5,000 each if they had kept the program.

Bieber said, "This is the year that, obviously, Chrysler workers come back to the pattern with their counterparts at GM and Ford, and our proposal is to come back to the pattern relative to future contracts and opening dates as well."

Bieber indicated, but did not specifically say, that the new Chrysler contract should expire on the same date as the Ford and GM contracts. The current Chrysler contract is due to expire Oct. 15 of this year, and the GM and Ford contracts will expire Sept. 15, 1987.

Some of the discussions will also focus on local working conditions and plant investment according to UAW officials.

"There are local unions in the last five or six years that asked to correct working conditions. The money wasn't there then. The money is there now," said UAW Vice President Marc Stepp, director of the union's Chrysler department.

Bieber added that the union believes Chrysler has not made the "proper investment" in some of its plants to stay competitive.

Asked if the Chrysler-UAW agreement will bear any similarity to the GM Saturn pact, Bieber said, "I thought we put to rest the Saturn question because it doesn't apply here . . . I don't want to spend time talking about Saturn where there is no Saturn."

As for Chrysler's proposed Liberty small-car venture and its joint ventures with Mitsubishi in the U.S., he expressed the hope and expectation that the cars will be built by U.S. UAW workers.

Bieber said, "We are happy to come to Chrysler under the cur-

Please turn to Page 44, Col. 4

Arthur Flax

Chrysler talks open

Owen Bieber, right, UAW president, and Thomas Miner, Chrysler industrial relations vice president, met each other halfway across the bargaining table as negotiations for a new Chrysler-UAW contract began in Detroit last week.

Shortage of cars cuts sales in early August

By Jenny L. King
Detroit Reporter

Early August domestic sales were severely hampered by a lack of new cars at dealerships around the country. Dealers couldn't sell transportation because the Teamsters Union strike left factories largely without transportation for their new products.

Surely, aerial photos of storage lots filled to overflowing with new cars didn't make anyone feel better as the Aug. 1-10 total fell 10.13 percent below the comparable 1984 period.

The early-August drought caused 1985 year-to-date sales to fall below 1984's for the first time. The total is 5,107,122, down from 5,107,637 at this point a year ago.

Chrysler Corp. was the only domestic maker to report a gain for the Aug. 1-10 period. Honda, which has been on a long sales honeymoon in the U.S.—particularly since opening its Ohio assembly operation—suffered the largest setback, plummetting 81.40 percent for the period as a result of the car haulers' strike.

August sales often appear slow as customers either are out of town on vacation or have decided to wait until September for the arrival of the next model year cars. This year's early-August total turned out to be the lowest for any 1985 10-day reporting peiod, and it produced the weakest daily selling rate of the calendar year.

The count was 159,238, down 10.13 percent from 177,182 a year earlier. With nine selling days, the daily average was a very modest 17,693, down 10.13 percent from 19,687.

Chrysler's 15.02-percent sales gain would have been good in the best of times. It was remarkable, given the current conditions. Chrysler climbed to 24,640 from 21,423 last year and rose from

Please turn to Page 45, Col. 4

Ford faces tough road on CAFE

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—Ford Motor Co. has given updated estimates of its 1987-89 domestic CAFE levels to NHTSA in support of its earlier petition asking NHTSA for relief from those standards. The 1987-89 standards are 27.5 MPG.

While Ford has asked for and received confidential treatment for the projections, they are thought to be serious shortfalls since the remedies suggested are costly to Ford and threatening to workers.

NHTSA is not likely to address those future standards until October or thereabouts—after it has decided what to do about the 1986 CAFE standard which Ford, General Motors and the European luxury-car makers want lowered from the current 27.5 MPG to 26 MPG.

Donald Buist, Ford's director of auto emissions and fuel economy, said that an early-1986 decision on 1987-89 CAFE standards is too late for Ford to make decisions that are not wasteful.

In a letter to Barry Felrice, NHTSA associate administrator for rulemaking, Buist repeated earlier positions—that Ford will not be able to sell enough small cars because the Japanese will be selling more and that any incentive Ford may offer on its own subcompacts will be met by its competitors and thus will limit Ford's sales in that market segment.

Buist listed four choices Ford may face if the government does not lower the 1987-89 standards:

1. Restricting sales of the Ford Crown Victoria and Mercury Grand Marquis and station wagons.

2. Canceling production of those cars.

3. Transferring production of those cars "outside North America" (presumably outside the U.S. or Canada, but not necessarily excluding Mexico).

4. Instead of transferring total production, "increase the use of imported components to more than 25 percent of the value of these cars, so as to qualify them for inclusion in Ford's import fleet." (Domestic auto makers have two fleets for CAFE purposes: Those with 75 percent or more U.S.-Canadian content or the import fleet with less than 75 percent U.S.-Canadian content.)

But in a telephone conversation with Automotive News, Buist indicated that the last choice is much more likely than the other three.

For example, Ford said reducing or canceling production would hurt consumer choice and jobs more than transferring production of major components although it would mean "unnecessary extra investment and tooling, workforce dislocations and production start-up complications."

That would be less sweeping than dropping all Crown Victoria and Grand Marquis models from the domestic fleet—a move that would increase Ford's CAFE by about 0.5 MPG per year.

Buist told Automotive News the best choice to make—other than meeting lower CAFE standards rolled back by NHTSA—would be to increase the use of imported components to more than 25 per-

Please turn to Page 41, Col. 2

Toyota plant sites to be selected by 'open bidding'

By Frank Gawronski
Tokyo Bureau Chief

TOKYO.—Toyota Motor Corp. will select sites for plants in the U.S. and Canada through a method of so-called "open bidding."

According to reports, the Japanese auto maker has already sent out some 30 questionnaires to states and cities in the U.S. and to some Canadian provinces.

The questionnaire deals with land; industrial infrastructures such as electricity and water; laws and tax systems, and preferential treatment offered in the regions where the plants might be built.

Toyota will select plant sites on the basis of the questionnaires, which will be collected by the end of August. A formal decision will be made around November.

If everything goes according to plan, the company will set up local subsidiaries to purchase plant sites within the year, and car production will begin in 1988.

Toyota plans to construct a plant in the U.S. for annual production of 200,000 cars in the 2,000-cc class and a plant in Canada to build 50,000 units in the 1,600-cc class.

Williams' 200th limo

Williams Motor Works, Gardena, Calif., has built its 200th limousine. Shown are Dan Williams, founder and president, and Robi Sinclair, vice president in charge of marketing. The milestone limousine is a 56-inch extended wheelbase Cadillac Fleetwood.

Edsel Ford explains great expectations

L-M sees Sable matching Taurus

By Richard Johnson
Detroit Reporter

Lincoln-Mercury's new Sable intermediate could match sales of Ford Division's Taurus line when the front-wheel-drive twins debut this fall, according to L-M General Marketing Manager Edsel B. Ford II.

Although production schedules reportedly now call for about 250,000 Taurus units and 150,000 Sables during the 1986 model year, Ford told the Detroit Auto Writers Group "hopefully it will be 50-50."

If Sable keeps pace with Taurus, they would become the only cross-divisional nameplates with an even split between Ford and Mercury nameplates. L-M's best performers against Ford Division are Grand Marquis, which sold the equivalent of 82 percent of Crown Victoria's total for the first six months of 1985, and Cougar, which stood at 70 percent of Thunderbird sales.

For LTD/Marquis, the body style to be replaced by Taurus/Sable, L-M's Marquis sales were 46 percent of its Ford Division counterpart through the first half of the year. As for other models, Topaz was at 28 percent of Tempo, Lynx sales amounted to 20 percent of Escort sales and Capri managed only 9 percent of Mustang sales totals.

But Edsel Ford said he believes Sable has a chance to match Taurus stride for stride once the cars hit showrooms in November. He said his hope springs from "the press reports I am reading."

"Every time I pick up a magazine with a review, the writer has chosen to write about Sable," he said. "I read one just the other day in which the writer said 'Taurus is a nice car, but Sable knocked me out, so I'm going to concentrate this article on Sable.' Now if sales have relationship to that, we ought to blow Taurus away. Hopefully, it will be 50-50."

Asked about projections of a 250,000-150,000 sales mix in favor of Taurus, Ford said "I think that may be what the production schedules are, but it's a function of what each division earns. It's done on an earn basis. We take into account things like days' supply and dealer stock.

"If those are the (production schedule) numbers, those are the numbers and they are probably going to build them that way," he said. "My optimism is based strictly on what the press is saying, and I'm translating the enthusiasm I'm reading in the articles into what I think sales may be. Now, that may not happen."

For months, L-M partisans have been quietly anticipating the friendly, intramural competition between Ford Taurus and Mercury Sable. Indeed, the company has stressed that Sable is something more than a warmed-over version of Ford Division's entry.

At a press preview for the cars in Los Angeles earlier this year, Ford Motor Co. President Harold A. Poling noted that the twins share no common body panels and that Sable is more than two inches longer with a larger trunk, a unique front end, hidden roof pillars and its own instrument panel.

Each line consists of a four-door sedan and a four-door, two-seat wagon.

Ford told the DAWG meeting that he has plans for Capri—Lincoln-Mercury's poorest performer against a Ford Division counterpart. The compact car achieved sales of 7,947 for the first six months of the 1985 calendar year, or 21 percent below those of the same period last year. Meanwhile, Mustang sales were 84,981 from Jan. 1 through June 30, 23 percent higher than in 1984.

"I'm going to try to resurrect Capri this year," Ford said. "I think it's a shame. Mustang had that $6,885 car that we launched at Ford Division last year, and the poor little Capri really got the short end of the stick.

"We have only one body style, we don't have the notchback

Please turn to Page 45, Col. 1

AMC needs Toledo space for new Comanche pickup

Canada to produce Jeep CJ-7

By Richard Johnson
Detroit Reporter

American Motors last week announced plans to move CJ-7 production from Jeep assembly operations in Toledo to Brampton, Ont., where AMC currently turns out the four-wheel-drive Eagle.

The shift to Canada will make room for production of the new Comanche compact pickup coming this fall and relieve pressure at Toledo, which a company spokesman said is "bulging at the seams."

He said current production of 1,100 Jeeps daily is over the plant's optimum capacity of about 1,000 vehicles per day. The Toledo plant is producing Cherokee, Wagoneer, Grand Wagoneer, CJ and the J-10/20 pickups.

AMC will discontinue the CJ line at Toledo after Nov. 26 and resume production Jan. 6 in Canada. Relocating the 195 CJs now built daily at Toledo will give the company room to accommodate Comanche. The spokesman said production of the new pickup will be increased incrementally.

AMC will also begin building its all-new Jeep YJ model next year at the Brampton plant—apparently alongside the venerable, open-bodied CJ model that, according to most accounts, will be replaced by the new series.

• The spokesman said Brampton has enough capacity to add a CJ line along with the 80 Eagles a day now built at the plant.

Asked if YJ can be built along with Eagle and CJ at Brampton, he said, "They still have more capacity; they have built as many as 80,000 a year there when they were building Hornet and Gremlins (in the mid-1970s)." He added that there is "no end point" for CJ.

AMC President Jose Dedeurwaerder recently told Automotive News that the new model will be "an addition to the Jeep line; it will not be a replacement because the vehicle is totally different."

Dedeurwaerder said the Jeep YJ will be a 1987-model-year designation, even though production is slated to begin in April. He said there will be an official announcement on the model "very soon."

The CJ production switch is expected to have "minimal impact" on employment at Toledo, where about 700 workers are assigned to the CJ line. Some presumably will be absorbed by Comanche production. Altogether, the Jeep plant employs about 7,700 hourly workers.

Last spring, several incidents of assembly-line vandalism were reported at the Jeep operations after Toledo workers were asked to accept a less-lucrative profits-based payback of employe investments made over the past three years.

UAW members at the profitable Toledo operations preferred a "wheel-tax" option that called for the company to contribute to a reimbursement fund based on production levels.

Both company and union officials last week insisted that the transfer of CJ production is unrelated to the wave of vandalism.

Diplomats in China ride in style

Mainland China has taken delivery of a fleet of 20 Cadillac limousines. Fifteen are rear-drive Fleetwoods converted by O'Gara Coachworks, Simi Valley, Calif.; five are front-drive Fleetwood limousines. All are used for diplomatic service in Beijing.

Toyota to add Japan engine site for U.S. plants

By Frank Gawronski
Tokyo Bureau Chief

NAGOYA, Japan.—Toyota Motor Corp. is building an automobile engine plant at its facility here to prepare for increased car production in its new North American plants.

The company said it will complete the new plant, which will initially produce 20,000 engines a month, in the spring of 1987.

Toyota now manufactures about 300,000 engines a month at its two Nagoya factories, mostly for domestic use.

Additional engine production is required because the company announced last month that it will produce 200,000 cars a year at a new U.S. facility and another 50,000 units annually at a new plant in Canada—both yet to be built.

A total of approximately 500,000 engines a year will be required by the new U.S. plant and by New United Motor Mfg. Co., the company's joint venture with General Motors in Fremont, Calif.

NUMMI will increase production of the subcompact Nova from 60,000 units to 200,000 units in 1986.

There are also plans for the Fremont plant to produce 50,000 units a year of another model for Toyota's U.S. dealers.

Satellite deals, information centers 'where people congregate'

Chevy zeroes in on shopping malls

By Richard Johnson
Detroit Reporter

Chevrolet is studying several alternatives to the traditional method of retailing new cars and trucks and is in the midst of developing and launching pilot programs for satellite dealerships and upgraded electronic videotext centers in shopping malls.

The division recently opened General Motors' first satellite sales office—in Moline, Ill.—and plans to have another outlet functional by mid-September.

Later this year, Chevrolet will begin installing sophisticated new computer-based equipment in malls, according to C.N. (Bud) Moore, Chevrolet assistant general sales manager.

During an interview with Automotive News, Moore said the electronic display center will be more advanced than anything currently in operation.

Secondary locations, which are used extensively by Ford Division, have been described by Chevy as a "revolutionary" new trend in retail marketing.

Robert Starr, Chevrolet general sales and service manager, called the Moline store "a forerunner of several alternatives being studied by Chevrolet to the traditional one-dealer/one-showroom way of selling and servicing cars and trucks."

Starr said the division has "a number of programs already in the development stage that truly could revolutionize the way Chevrolet and its dealers sell and service our products."

• Moore declined to reveal the location of the second satellite store, although he indicated it would also be in a shopping mall.

"We're trying to see how we can reach more customers, and the mall has become a way of life in America," he said. "It is a place where people congregate, especially young people."

While not all of Ford's secondary outlets are situated in shopping centers, Moore said he "can't conceive of one being in a free-standing location."

"We want to put them where people are congregating," he said.

Satellite dealerships are essentially scaled-down sales offices owned and operated by a nearby dealer. The objective is to bring automobile showrooms within reach of more potential customers.

At Ford, they are generally placed in geographic areas that cannot support a complete-line dealership and are situated primarily in rural areas. However, Ford Division, which has about 150 satellite dealerships around the country, also has several secondary stores in large shopping malls.

GM's first satellite is located in the SouthPark Mall in Moline and is an extension of Mills Chevrolet, located about one mile from the mall. During the first two weeks in operation, nearly 4,000 persons went through the store and 10 cars and two trucks were sold, Chevrolet said.

In addition to a display of new cars, the secondary outlet in Moline offers a selection of parts and

Please turn to Page 41, Col. 1

Promoter tells glowing tale, but Minnesota dealer is out of business and is suing GM

$49 over: It's a bonanza for some, but a disaster for others

By Roger Rowand
Engineering Editor

The controversial $49-over-invoice method of retailing new cars is far from a forgotten issue. It still is being used and it's being cussed and discussed and taken apart in lengthening legal actions. An FTC investigation is centering on it.

Howard Van Bortel, originator and promoter of the $49-over-invoice selling program, told Automotive News there probably are 100 or so dealers using the technique across the country.

Of those, he said, about 20 are working the Van Bortel plan under his tutelage. Some of the others are what he calls poachers who use the plan without paying him. He boasts of heady successes for his clients.

If what has been unfolding in a federal courtroom in Minneapolis is any indication of what is in store for them, however, $49-over dealers have dark days ahead.

The method calls for car sales to the public through dealerships at $49 over the factory invoice. In essence, it amounts to a high-volume mail-order operation, and Van Bortel said he can document a dealership's grossing $830,000 on the sale of 300 Chevrolets.

A former Chevrolet dealer, he operates with his son, George, as Van Bortel Automotive Consultant.

He tells of stories about $49-over appearing recently in the Wall Street Journal, Consumer Reports, USA Today and of being on the cover of Money.

He talks of conferring with an FTC investigator from Dallas. He says the agency is gathering information about General Motors' reaction to $49-over dealers. Word of an FTC probe also came in a hearing in a court case involving a $49-over point. The FTC man in Dallas would neither confirm nor deny an investigation.

Van Bortel said the investigation is centered on GM reaction to $49-over dealers. He said GM's reaction is retaliation consisting of delayed deliveries of cars to $49-over points. And, he said, delay regularly stretches on for months and can add up to a dealer's going out of business.

Van Bortel mentions John Peterson Motors in Lake City, Minn., as a case in point.

However, the records in Minneapolis tell a different story.

That dealership, which handled all five GM car lines, is bankrupt and has been liquidated.

The dealer, 30-year-old Donald John Peterson who took over the point in 1980, is in federal court in Minneapolis suing GM and General Motors Acceptance Corp. He is asking for $200 million in punitive damages under common law and an undetermined sum in treble damages under federal laws covering business.

A pre-trial conference with Judge Diana Murphy is scheduled for Aug. 21. As he handled the bankruptcy case, separate from Peterson's damage suit, Bankruptcy Judge Robert Kessel noted that a $500 customer deposit was required with each order. The judge said Peterson used $245,000 in customer deposits to run the business.

A Peterson attorney has been reported as saying Peterson plans to repay deposits. He spent the money only after GM had assured him he would get cars, the lawyer said.

Judge Kessel also said he figured Peterson lost about $245 on each sale. He said it makes no sense for Peterson to sell cars.

GM said the deposits totaled $250,000 and at least $110,000 in customer deposits cannot be accounted for. The company claimed that many vehicles were ordered

Please turn to Page 41, Col. 3

Jaguar + 26 inches = cat's meow

Dodge-Maxwell, Inc., Austin, Tex., offers this Jaguar XJ sedan which has been stretched 26 inches. A 12-cylinder engine is standard. Options include seating for seven, color TV, telex, refrigerator, modular telephone, cocktail cabinet, burl walnut coffee tables and fine crystal. This big cat's bite begins at $55,000.

index

Auction reports	32-33
Classified advertising	34-40
Editorial page	10
Obituaries	41
Production by makes	46
Registrations, truck	14, 26
Sales, car	2
Sales, truck	14, 24
Truck highlights	14

60th year—No. 5088

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in April at 1400 Woodbridge, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 740 Rush Street, Chicago, IL 60611.

Isuzu signs 165 dealers, wants 260

ANAHEIM, Calif.—After launching the second phase of its dealer development program three months ago, Isuzu Truck of America has now signed 165 dealers in 39 states.

Steve Allen, vice president and general manager of Isuzu Truck, said the company is more than halfway toward its goal of 260 dealers in 49 states by the end of the year.

He attributed dealer interest in part to the NPR, the turbocharged Class 3 truck which Isuzu introduced in April, 1985.

The NPR diesel one-ton city delivery truck is a successor to the KS22, the first vehicle introduction after Isuzu's American truck unit was formed in 1984 as a subsidiary of Isuzu Motors, Ltd., Tokyo.

Chevrolet and GMC will retail the same vehicle under their Tiltmaster and Forward names. GMC, by comparison with Isuzu, will have 200 dealers handling its medium-duty product line, which includes the low-cab-forward (LCF) W4 and forthcoming W7 forward models from Isuzu (see accompanying story).

Allen said Isuzu is offering dealers prompt truck delivery through its five ports of entry—Baltimore; Jacksonville, Fla.; Tacoma, Wash.; Long Beach, and Honolulu.

Headquartered in South El Monte, Calif., Isuzu Truck's four regional offices are in Dallas, which serves the Central U.S.; Norcross, Ga., Southeast; Allentown, Pa., Northeast, and City of Industry, Calif., West.

Allen said Isuzu's "parts service level," the industry measure of a parts distribution network's effectiveness, has averaged 96.4 percent during the past 18 months.

Targeting small business owners, larger fleet owners and corporate decision-makers, the company has undertaken a substantial advertising and merchandising effort to promote the growth of both Isuzu Truck and its dealers.

Just-in-time delivery

Combining a sophisticated computer-based information management system and state-of-the-art trucks, Skyway Systems, Inc., Santa Cruz, Calif., is offering overnight trucking delivery service with a fleet of 200 short-haul and long-haul trucks. The service helps California manufacturers increase production efficiency, while cutting shipping costs 10 to 15 percent, according to Skyway Systems.

Profitable dealer sells big-ticket rigs off lot

By Arthur Flax
Assistant Truck Editor

Auto dealers work in a consumer market. Customers buy cars because they like the way they look or perform. And they often buy them right off the lot.

But how about heavy-truck dealers? A heavy truck is a specialized piece of merchandise, often special-ordered from the factory by the customer.

But it can be three or four months from the time a new rig is ordered until it is delivered. And some customers need trucks immediately. A truck is a tool, and if the workman—that is, the owner—needs another implement to earn his daily bread, he may not be able to wait.

So how can a truck dealer anticipate the marketplace and order what the customer will demand?

Eastern Michigan Truck Sales, a small Freightliner/Mercedes-Benz truck dealership in Warren, Mich., tries to stock one piece for every market—owner-operator, fleet customer, long-haul, etc.—according to Terry Drosz, general sales manager. The dealership tries to stock about 12 new Freightliners, 10 to 15 used trucks and four or five Mercedes trucks.

Robert M. Blinstrub, president and an owner, claims the dealership has been profitable for the two years it has been in operation.

Owner-operators, because they buy in ones and twos, would seem to be the best bets to buy trucks right off the lot. Fleets, it stands to reason, would be more inclined to special-order a group of trucks.

But EMTS, Drosz said, has also been successful in selling fleet trucks off the lot.

"We stock fleet trucks, sometimes with the type of fleet in

Please turn to Page 29, Col. 1

truck industry news

Light groups soar

Truck deliveries set records for July, year

July retail sales of new trucks in the U.S. set alltime records for the month and the year.

During July of this year, 439,729 trucks were sold in the U.S.,

Tables on Page 24

22.4 percent above the previous July record of 359,157 in 1978.

This year through July, a record 2,818,412 trucks were sold, 14.0 percent above the former peak of 2,472,365 through July, 1978.

The sales counts are based on manufacturer's reports for light-duty sales and MVMA preliminary reports of medium and heavy-duty deliveries. The MVMA reports are broken down into class segments.

In the first seven months of this year, 2,651,472 light, Class 1-3, trucks were sold, up 15.7 percent from the 2,291,893 reported a year-earlier.

In the medium-duty, Class 4-6, segment, 32,335 sales were reported in 1985, down 4.61 percent from the 33,896 reported a year-earlier.

The MVMA did not report any sales in Class 4 in either 1985 or 1984.

In Class 5, 2,847 sales were reported in 1985, up 12.5 percent from the 2,531 reported in 1984.

In Class 6, 29,488 sales were tallied in 1985, down 6.0 percent from the 31,365 sales reported a year earlier.

In the heavy segment, Class 7-8, 134,605 sales were counted in 1985, up 9.3 percent from the year-earlier 123,126 sales.

Class 7 sales totaled 53,099 units for the current year, up 16.9 percent from the year-earlier 45,413 sales.

Class 8 sales totaled 81,506 units, up 4.9 percent from the year-earlier 77,713.

During July, 415,664 light-duty sales were tallied, up 29.72 percent from the year-earlier 320,423.

In the medium-duty segment, 5,025 sales were reported in July, down 28.1 percent from the 6,984 reported a year earlier.

In Class 5, 609 sales were tallied in July, 1985, down 31.2 percent from 885 a year earlier.

In Class 6, 4,416 sales were counted in July 1985, down 27.6 percent from 6,099 last year.

In the heavy-duty segment, the July total of 19,040 sales was down 4.46 percent from 19,928 in

Please turn to Page 24, Col. 3

First-half total tops 2.2 million

6-month registrations set record

The industry continued its winning ways as truck registrations through June set an alltime record.

According to R.L. Polk & Co., 2,257,495 trucks were registered

Tables on Page 26

in the January-through-June period, up 15.15 percent from the previous record of 1,960,557 registered in the year-earlier period.

During June, 1985, 399,184 trucks were registered, compared with 363,152 registrations in June, 1984.

In the light group, Classes 1-3, 2,118,582 trucks were registered through June, 1985, up 14.5 percent from the 1,849,594 units tallied a year earlier.

Of the 1985 light-truck total, 409,527 units, or 19.3 percent, were imports. The imported light-truck total was up 28.5 percent from the 318,635 units registered through June, 1984. Last year, through June, imported trucks accounted for 17.2 percent of all light trucks.

In Class 1, a total of 1,460,468 trucks were registered through June, 1985, up 39.4 percent from 1,047,821 a year earlier.

In Class 2, the total was 639,943 through June, 1985, down 18.1 percent from the 781,714 trucks counted in the year-earlier period.

In Class 3, a total of 18,171 units were registered through June, 1985, down 9.4 percent from the year-earlier count of 20,059.

Medium-duty trucks registered through June, 1985, totaled 29,953, up 33.7 percent from the

Please turn to Page 26, Col. 2

U.S. TRUCK REGISTRATIONS

SIX MONTHS, 1985 VS. 1984★

Make	6 mos., 1985	Percent Share of '85 market	6 mos., 1984	Percent Share of '84 market	Pct. pt. Change, '85-'84
Ford	616,081	27.29	570,845	29.12	−1.83
Chevrolet	587,863	26.04	544,843	27.79	−1.75
Dodge	262,018	11.61	204,730	10.44	+1.17
GMC	163,421	7.24	146,553	7.48	−0.24
Jeep	80,135	3.55	68,512	3.50	+0.05
Plymouth	53,969	2.39	39,391	2.01	+0.38
International	34,653	1.53	27,924	1.42	+0.11
Mack	15,899	0.70	10,868	0.55	+0.15
Freightliner	9,300	0.41	7,258	0.37	+0.04
Peterbilt	6,273	0.28	5,875	0.30	−0.02
Kenworth	5,650	0.25	6,533	0.33	−0.08
White	4,356	0.19	3,400	0.17	+0.02
Mercedes	2,225	0.10	917	0.05	+0.05
Volvo	1,127	0.05	881	0.05	.....
Autocar	788	0.04	581	0.03	+0.01
Western Star	581	0.03	256	0.01	+0.02
Miscellaneous☆☆	413,156	18.30	321,190	16.38	+1.92
TOTALS	2,257,495	100.00	1,960,557	100.00	.....

★—All truck registrations in Oklahoma, and in 1984, New York, compiled from manufacturers' sales records.
☆☆—Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U.S. HEAVY-DUTY REGISTRATIONS

SIX MONTHS, 1935 VS. 1984★

Make	6 mos., 1985	Percent Share of '85 market	6 mos., 1984	Percent Share of '84 market	Pct. pt. Change '85-'84
Ford	23,210	21.30	17,402	19.65	+1.65
International	22,867	20.99	20,232	22.84	−1.85
Mack	13,834	12.70	9,287	10.49	+2.21
GMC	13,677	12.55	11,811	13.34	−0.79
Freightliner	9,300	8.53	7,258	8.19	+0.34
Peterbilt	6,273	5.76	5,875	6.63	−0.87
Kenworth	5,650	5.19	6,533	7.38	−2.19
Chevrolet	5,134	4.71	4,162	4.70	+0.01
White	4,356	4.00	3,400	3.84	+0.16
Volvo	1,127	1.03	881	0.99	+0.04
Mercedes-Benz	933	0.86	312	0.35	+0.51
Autocar	788	0.72	581	0.66	+0.06
Western Star	581	0.53	256	0.29	+0.24
Miscellaneous	1,230	1.13	576	0.65	+0.48
TOTALS	108,960	100.00	88,366	100.00	.....

★—Group 7 and 8 trucks only.

Advanced wreckers

Holmes International, Chattanooga, introduced a new Protech series of wreckers. The Protech wheel lift has a tilt motion to simplify loading, geared to the front-wheel-drive, aerodynamic designs of today's cars.

Bendix unit to build in Panama City, Fla.

PANAMA CITY, Fla.—The Bendix Friction Materials Division of Allied Automotive will build a $17 million plant here to produce new lines of asbestos-free friction materials for cars and trucks.

Initial production is expected by spring, 1986. The plant will initially produce semi-metallic asbestos-free disk-brake pads for cars and trucks as both OE and replacement parts, and will have the capability to extend production to include drum brake linings for cars and light, medium and heavy trucks.